

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 ISO-00 CAB-02 CIAE-00 DODE-00

DOTe-00 INR-07 NSAE-00 FAA-00 L-03 AID-05 PA-01 PRS-01

USIA-06 NSC-05 SS-15 IO-10 OES-03 /084 W

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R 251509Z JUN 75

FM AMEMBASSY NIAMEY

TO SCSTATE WASHDC 1016

INFO AMEMBASSY BRUSSELS

AMEMBASSY LAGOS

AMEMBASSY PARIS

DEP OF COMMERCE

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DEPT PASS FAA AND COMMERCE/NOAA NELS JOHNSON

BRUSSELS FOR FAA

LAGSO FOR FAA-NEWELL

PARIS FOR FAA ASS'T ADMINISTRATOR PACE

E.O. 11652: N/A

TAGS: EAIR, NG

SUBJECT: NIGER REQUEST FOR RADAR AND OTHER EQUIPMENT-
COMMERCIAL OPPORTUNITIES

REF: A. NIAMEY 2055; B. STATE 133178; C. FAA/BRUSSELS MESSAGE
051824 JUN 75 NOTAL; D. FAA/BRUSSELS MESSAGE 170905Z JUN 75.

1. NIGER DIRECTOR CIVIL AVIATION ABDOU MAHAMAN
GOGE HAS JUST CALLED AT EMBASSY 1) TO UNDERLINE IMPORTANCE
GON ATTACHES TO URGENT REQUISITION OF RADAR UNIT FOR
METEOROLOGICAL PURPOSES AT ZINDER; 2) TO REPORT ON
VISIT TO PARIS AIR SHOW AND DISCUSSIONS WITH FAA
THERE; 3) TO INFORM EMBASSY GON IS ACTIVELY CONSIDERING
PURCHASE OF AT LEAST ONE BOEING 737 AND HOPEFULLY TWO
SUCH AIRCRAFT; AND 4) TO PRESENT SHOPPING LIST OF OTHER
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EQUIPMENT REQUIRED TO DEVELOP OR MODERNIZE

DOMESTIC AIRPORTS AND AIRLINE SYSTEM.

2. GOGUE STARTED BY STRESSING PRIORITY GON GIVES TO PRESIDENT'S REQUEST (REF A) FOR RADAR AT AZINDER TO PROVIDE SAME SERVICE AS RADAR USG INSTALLED WITH GREAT SUCCESS AT NIAMEY AIRPORT. HE SAID THIS IS URGENTLY NEEDED FOR AIR FLIGHT SECURITY AND RAIN-MAKING OPERATIONS WHICH ARE NOW GETTING UNDER WAY IN NIGER DURING RAINY SEASON.

US INSTALLED RADAR AT NIAMEY AIRPORT IS WORKING VERY WELL--IN CONTRAST, ACCORDING TO GOGUE, TO SECOND-HAND EQUIPMENT FRENCH HAVE BEEN DUMPING ON NIGER--AND GON WOULD MUCH PREFER TO EQUIP ITS OTHER AIRPORTS SUCH AS ZINDER WITH EQUIPMENT.

3. FYI IN SEPARATE DISCUSSION WITH AMERICAN PILOT WHO SUPERVISING NIGER'S RAIN-MAKING PROJECT THIS SUMMER HE CONFIRMED THAT OPERATIONS IN EASTERN REGION OF COUNTRY ARE HANDICAPPED BY LACK OF RADAR AT ZINDER. HE SAID ITS AVAILABILITY WOULD CUT COSTS OF OPERATION, COULD SAVE LIVES AND WOULD GREATLY FACILITATE OPERATIONS OF OIL COMPANIES CURRENTLY DRILLING IN EASTERN NIGER. END FYI.

4. AS FOR PARIS AIR SHOW GOGUE SAID HE WAS FULLY SATISFIED WITH COUTESIES EXTENDED TO HIM BY FAA AND ASKED EMBASSY CONVEY HIS APPRECIATION.

5. RE PURCHASE OF BOEING 737S GOGUE PROVIDED FOLLOWING BACKGROUND. UNDER PRESSURE FROM UNSPECIFIED BRITISH REPS GON WITHOUT CONSULTING

EXPERTS DECIDED LAST YEAR TO PURCHASE SEVERAL HAWKER SIDLEYS. BRITISH SWEETENED DEAL WITH OFFER OF TWO AND HALF BILLION CFA CREDIT AT LOW INTEREST RATES. WHEN GOGUE HEARD OF DEAL HE WENT TO RANKING MINISTERS AND TOLD THEM OF POOR PERFORMANCE RECORD OF HAWKER SIDLEYS IN AFRICA. HE NOTED THAT GABON HAD BEEN STUCK WITH TWO SUCH AIRCRAFT, COULDN'T EVEN PEDDLE THEM OFF AS "CADEU/" LIMITED OFFICIAL USE

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AND SAID THEY WERE TOTALLY UNSUITED TO NIGER'S CLIMATE OR AIRPORTS. ANOTHER TELLING POINT WITH GON, ACCORDING TO GOGUE, WAS THAT ALGERIA WHICH HAD NO SPECIAL PREDILECTION FOR US HAD DECIDED PURCHASE ELEVEN 737' S AS AIRCRAFT BEST SUITED FOR THIS AREA. ADDITIONAL FACTOR WAS THAT ALGERIA WASFULLY EQUIPPED WITH MAINTENANCE FACILITIES FOR 737 WHICH COULD BE USED BY NIGER. AT THIS POINT GON BEGAN TO

RECONSIDER, AND AFTER HEARING FROM BOEING REPRESENTATIVE WHO VISITED NIAMEY MID-MAY AND GAVE TECHNICAL SLIDE PRESENTATION AT USIS CULTURAL CENTER TO KEY MEMBERS OF CABINET, GON DECIDED CANCEL HAWKER SIDLEY DEAL AND AGREED IN PRINCIPLE TO PURCHASE 737'S. ACCORDING TO GOGUE, BOEING REP DUE IN NIAMEY THIS WEEK TO DISCUSS FINANCING. GON HOPES PURCHASE UP TO TWO BOEINGS IF SUITABLE FINANCING CAN BE ARRANGED.

6. GOGUE ALSO LEFT WITH EMBASSY SHOPPING LIST, LATER OFFICIALLY CONFIRMED BY MFA NOTE, FOR EQUIPMENT TO IMPROVE AIRPORT AT AGADEZ, ZINDER, MARADI, TAHOUA AND N'GUIGMI. HIGHEST PRIORITY ITEMS WERE RADAR FOR ZINDER AND NIGHT LIGHTS FOR TAHOUA. DETAILS IN SEPTTEL.

7. CONCLUSION: INSTALLATION OF US RADAR AT NIAMEY AIRPORT WHICH WORKING WELL HAS OPENED DOOR TO AVIATION INDUSTRY IN NIGER WHICH TO DATE HAS BEEN TOTALLY DOMINATED BY FRENCH. BELIEVE WE SHOULD TAKE FULL ADVANTAGE OF PRESIDENT KOUNTCHE'S REQUEST FOR SECOND RADAR AT ZINDER AND BE AS RESPONSIVE AS POSSIBLE TO SHOPPING LIST OF AIRPORT EQUIPMENT (PARA 6 ABOVE) IN ORDER EXPLOIT FURTHER COMMERCIAL OPPORTUNITIES BEING PRESENTED TO US BY GON AND FOR VERY GOOD REASON THAT THESE ITEMS DESPERATELY NEEDED BY MSA NATION TRYING TO RECOVER FROM YEARS OF DROUGHT AND BEGIN DEVELOPMENT OF ITS TRANSPORT INFRA STRUCTURE. WE, OF COURSE, ALSO HOPE BOEING WILL BE SUCCESSFUL IN SALE OF AIRCRAFT TO GON. HOWEVER, DO NOT BELIEVE AT THIS POINT THAT WE NEED INVOLVE OURSELVES IN TRANSACTION. GOGUE IS DEALING DIRECTLY WITH BOEING REP AND HAS NOT ASKED OUR ASSISTANCE.

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ACTION REQUESTED:

1. FOR NOAA AND AID/W PLEASE ADVISE SOONEST REGARDING REQUEST FOR SECOND RADAR AT ZINDER (REF B PARA 1). WE STRONGLY RECOMMEND POSITIVE RESPONSE TO PRESIDENT'S REQUEST. AS WE UNDERSTAND IT, RELATIVELY SMALL SUMS ARE INVOLVED.

2. FOR FAA/BRUSSELS. PLEASE ADVISE DATE AND METHOD OF SHIPMENT OF AIRPORT PLANNING PACKAGE (REF C). FYI POUCH SERVICE SLOW. END FYI.

3. FOR LAGOS. RECOMMEND VISIT OF FAA REP NEWELL TO NIAMEY AS SOON AS POSSIBLE. BELIEVE THIS EXPRESSION OF INTEREST OPPORTUNE AT THIS TIME AND HE COULD HELP VET SHOPPING LIST

AND DISCUSS FURTHER WITH GOG.
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